eLEARNING

# Canadian Securities Course (CSC®)

**THE FUNDAMENTAL FINANCIAL SERVICES CREDENTIAL THAT TOP EMPLOYERS DEMAND**

**DURATION**

135 -200 hours

**DELIVERY CHANNEL**

eLearning

**Course Topics:**

1. The Canadian Investment Marketplace
2. The Economy
3. Investment Products
4. The Corporation
5. Investment Analysis
6. Portfolio Analysis
7. Analysis of Managed and Structured Products
8. Working with the Client

## COURSE OVERVIEW & BENEFITS

The Canadian Securities Course (CSC®) is the foundational financial services credential required to perform securities, mutual funds and alternative funds transactions in many financial services positions.

This course will help learners fulfill the baseline securities licensing requirement for IIROC, provincial regulatory and MFDA licensing requirements for mutual funds sales, alternative mutual funds products, managed futures funds, exempt securities and labour-sponsored investment funds.

## COMPETENCIES GAINED

- Demonstrate that you have achieved a global standard in corporate and commercial credit assessment.
- Attain the skills to analyze an obligor, mitigate risk, and recommend the optimal loan solution.
- Learn how to price credit facilities to compensate for risk while maximizing profitability and competitiveness.
- Gain a strategic perspective of the lending business of your organization.
- Learn to carry out the bank's risk policies and promote its culture.
- Build your personal brand by adhering to professional standards that establish trust.
- Open doors to career opportunities.

## LEARNING OBJECTIVE

By completing this course, learners will have an in-depth understading of the Canadian financial services landscape. They will gain the knowledge needed to make smart investment decisions, become a confident advisor and build a solid foundation for their career. It is the first step towards attaining an investment representative or registered representative license.

## INTENDED AUDIENCE

**Enrol in the CSC if you're:**

- Training to become a full-service investment advisor or an investment representative
- Seeking your mutual funds license
- Dealing in Alternative Mutual Funds for retail investors (as per the latest regulatory announcement)
- Seeking your exempt market representative license
- A bank or trust company officer
- A financial planner
- An active investor who wants to learn how to manage your portfolio
- Seeking a position in the Canadian financial services industry

# Course Detail

| TOPICS | | CHAPTERS | |
|---|---|---|---|
| 1 | **The Canadian Investment Marketplace** | 1 | The Canadian Securities Industry |
| | | 2 | The Capital Market |
| | | 3 | The Canadian Regulatory Market |
| 2 | **The Economy** | 4 | Overview of Economics |
| | | 5 | Economic Policy |
| 3 | **Investment Products** | 6 | Fixed-Income Securities: Features and Types |
| | | 7 | Fixed-Income Securities: Pricing and Trading |
| | | 8 | Equity Securities: Common and Preferred Shares |
| | | 9 | Equity Securities: Equity Transactions |
| | | 10 | Derivatives |
| 4 | **The Corporation** | 11 | Corporations and their Financial Statements |
| | | 12 | Financing and Listing Securities |
| 5 | **Investment Analysis** | 13 | Fundamental and Technical Analysis |
| | | 14 | Company Analysis |
| 6 | **Portfolio Analysis** | 15 | Introduction to Portfolio Approach |
| | | 16 | The Portfolio Management Process |
| 7 | **Analysis of Managed and Structured Products** | 17 | Mutual Funds: Structure and Regulation |
| | | 18 | Mutual Funds: Types and Features |
| | | 19 | Exchange-Traded Funds |
| | | 20 | Alternative Investments: Benefits, Risks and Structure |
| | | 21 | Alternative Investments: Strategies and Performance |
| | | 22 | Other Managed Products |
| | | 23 | Structured Products |
| 8 | **Working with the Client** | 24 | Canadian Taxation |
| | | 25 | Fee-Based Accounts |
| | | 26 | Working with the Retail Client |
| | | 27 | Working with the Institutional Client |